

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 ISO-00 SS-15 /029 W

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R 221610Z OCT 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 1700

INFO USDOC WASHDC

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E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: VISIT OF US PETROLEUM ENGINEERING EXECUTIVES TO NIGERIA

REF: A. STATE 207716 B. STATE 209799

1. EMBASSY IN COOPERATION WITH MAJOR EXPORT PROJECTS DIVISION (MEPD) OF DEPT OF COMMERCE IS FORMULATING VISIT TO NIGERIA OF EXECUTIVE OFFICERS OF LEADING US ENGINEERING AND CONSTRUCTION CORPORATIONS IN PETROLEUM-RELATED FIELD. PURPOSE OF VISIT IS TO BRING TOGETHER AMERICAN AND NIGERIAN DECISION MAKERS IN A CRITICAL HIGH SALES POTENTIAL SECTOR, PROVIDE ORIENTATION AND FACILITATE MUTUAL UNDERSTANDING.

2. AS NOW ENVISIONED, GROUP WOULD CONSIST OF VICE PRESIDENTS OF 11 MAJOR FIRMS (M.W. KELLOGG, COMBUSTION ENGINEERING, BADGER, FLOUR, WILLIAMS BROTHERS, PROCON, B.F. GOODRICH, W.R. GRACE, ETC.), 2 OFFICERS OF NATIONAL CONSTRUCTORS ASSOCIATION AND 4 SUG OFFICIALS (DEPT OF COMMERCE, EXIMBANK, EXECUTIVE OFFICER OF THE PRESIDENT).

3. TENTATIVE PROGRAM CALLS FOR ARRIVAL OF GROUP ON EVENING OF DEC 7, FOLLOWED BY INTENSIVE ROUND OF BRIEFINGS AND MEETINGS WITH NIGERIAN GOVERNMENT OFFICIALS ON DEC 8, O.

4. MEPD AND EMBASSY OFFICERS IN PAST WEEK HAVE MADE SAMPLE CANVASS OF PERTINENT MINISTRIES AND AGENCIES IN LAGOS AND HAVE FOUND WELCOME SUPPORT FOR VISIT. NIGERIANS VIEW DECEMBER

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SCHEDULE AS WELL-TIMED TO MEET NEW ADMINISTRATION, DEMONSTRATE

US INTEREST IN COUNTRY, AND SHOW CAPABILITY IN PROVIDING
NEEDED TECHNOLOGY TO "OFFICIALS WHO WANT RESULTS."

5. NATURE OF VISIT AND ITS MEMBERSHIP SUGGESTS THAT THIS EVENT
MIGHT USEFULLY SUPPORT PROPOSED VISIT BY UNDER SECRETARY ROB-
INSON AT SAME TIME. HIS ACCOMPANYING THE MISSION OR JOINING
UP WITH IT HERE WOULD PROVIDE GOOD EXAMPLE OF DEPT'S
COMMITMENT TO STRENGTHEN LINKS TO BUSINESS
COMMUNITY WHILE AT SAME TIME MAKING POSSIBLE
DESIRED DISCUSSIONS WITH NIGERIAN OFFICIALS (REF (A)).
PRESENCE OF GROUP IN LAGOS COULD REINFORCE ROBINSON MESSAGE
TO FMG; SIMILARLY HIS ARRIVAL WITH GROUP OR OVERLAP WOULD RE-
INFORCE GROUP'S OBJECTIVES AND IMPACT. EMBASSY WOULD ARRANGE
SCHEDULE TO ENSURE PRIVATE IN-DEPTH DISCUSSIONS BETWEEN ROBINSON
AND NIGERIAN LEADERS. WOULD APPRECIATE DEPARTMENT'S VIEWS.
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